

Treatment Coordinators

Advanced Dental Implant Treatment

Event Description

This course is suited for all team members to add value to the practice. Dentists who want thriving case acceptance, Treatment Coordinators eager to enhance presentation skills, Hygienists who present treatment and are excited to polish communication techniques and Assistants and Administrative staff committed to supporting the case acceptance process.

This course is especially suited for treatment coordinators who would like to expand their skills. To advance their language skills and knowledge in the dental field, especially that of the dental implant industry. Learn co-diagnosis at an advance level.



Karen Young, F.A.D.I.A.
Speaker, Certified Educator, Coach

Toronto-based Patient Care Coordinator Ms. Karen Young brings her passion for dentistry to the table, guiding patients through their treatment, addressing their questions, and overseeing the process from start to finish.

Karen is a member of the Association of Dental Implant Auxiliaries' (ADIA) board of directors and has held an ADIA Fellowship since 2004. With more than 25 years' experience in the dental environment, Karen also holds a qualification in Practice Management and is affiliated with the International Congress of Oral Implantology (ICOI).



Location

Toronto College of Dental Hygiene and Auxiliaries Inc.
28 Vanley Crescent, North York, ON M3J 2B8
Canada

Cost

\$179 + Tax
Early Bird - \$159 + Tax - before October 17th, 2018

Date

Saturday November 17th, 2018 - 9 am to 3 pm

Course Outline:

- Your role as the Dental Implant Treatment Coordinator
- Implant language
- Implant coding
- Co-Diagnosing strategies
- Expand the roles and responsibilities of the implant/treatment coordinator
- Review the components of an effective implant consultation
- Discuss the communication skills and verbiage necessary to educate patients on the risks, benefits, and alternatives of implant therapy while answering any questions regarding the total process with confidence
- Processes with referring practices and labs that will enhance office communications
- Develop marketing strategies for the surgical implant practice
- Understand the treatment costs and develop effective techniques for case and fee presentation.
- Reduction on no-shows and short-notice cancellations
- One hour hands on training workshop with Consult-PRO patient education and case acceptance software

(Optional: Contact the registration team to download a trial version of Consult-PRO Premium onto your laptop to bring to the course.)

Educational Objectives:

(CE Credits: 5)

- Understand and identify the common barriers to case acceptance
- Learn to communicate with confidence and assurance
- Modify the process of case presentation based on the personality of your patient
- To identify your weaknesses and learn to break old habits
- To increase case acceptance within your practice.
- To sell those higher value cases
- Grow with confidence and execute your boundaries
- Establish new goals for yourself

"Karen is one of the best speakers I have heard. She brings the room to life. She has so much energy, and makes learning enjoyable." - Victoria S.

To Register – Quote code TX6-111718

Email: sales@consult-pro.com

Call: (800) 519-6569 X 222 or X 233

Online: www.consult-pro.com on the events page

Continental breakfast & lunch included